

Claim amendments:

1. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry comprising the steps of:

~~(a)~~ receiving an inquiry requesting a the price of an item;

~~(b)~~ ~~determining the price of the item based on a set of predetermined criteria;~~

if the inquiry is governed by a contract, determining an initial price for the item in accordance with the contract;

if the inquiry is governed by a market price program, determining an initial price for the item in accordance with the market price program;

if the inquiry is for a requote, determining an initial price for the item equal to a previously quoted price;

if the inquiry is not governed by a contract or a market price program and is not for a requote, determining an initial price from a reference price table;

~~(c)~~ modifying the ~~determined~~ initial price based on application of various predetermined rules;

~~(d)~~ determining whether or not the modified price is to be compared to a target price; and

~~(e)~~ providing a price quote that reflects a weighted price, the weighted price being either the modified price or the target price.

2. (Canceled)

3. (Canceled)

4. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 1, wherein said various predetermined rules include ~~are selected from at least one of the group consisting~~

of a set of business rules, a set of value added services rules, and a set of price channel conversion rules.

5. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 4, wherein said set of business rules is comprised of filter criteria that include ~~selected from information from~~ at least one of ~~the group consisting of~~ customer identifier, customer category, customer classification, geography, sales channel, contract, competition, target pricing, quantity, date, delivery schedule, part identifier, product type, product family, and value added requirements.

6. (Original) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 4, wherein said price channel conversion rules are applied where the inquiry is received from a distributor.

7. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 1, wherein the weighted price is ~~selected from at least one of the group consisting of~~ a highest price, lowest price, and an initially quoted price.

8. (Canceled)

9. (Canceled)

10. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 69, wherein said price channel conversion rules are ~~selected from at least one of the group consisting of~~ distributor cost rules and distributor resale rules.

11. (Canceled)

12. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 1, wherein modifying the determined price based on application of said various predetermined rules further comprises ~~the steps of~~ applying one or more of a plurality of business rule types where a set of business rules apply, applying one of a plurality of value added services charges where a set of value added services rules apply, and applying a conversion factor where a set of price channel conversion rules applies

13. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 12, wherein the plurality of business rule types includes ~~is selected from at least one of the group consisting of~~ a column rule, a columnX rule, a discount rule, an incremental rule, a markup rule, a please call rule, and a sale rule.

14. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 12, wherein the plurality of value added services charges are dependent upon services including ~~selected from at least one of the group consisting of~~ special handling services, packaging services, and programming services.

15. (Currently Amended) A method for providing automated delivery of a response to a pricing inquiry as recited in claim 12, wherein the conversion factor is ~~selected from at least one of the group consisting of~~ a markup from an OEM price to a distributor resale factor and a conversion from a distributor resale to a distributor cost factor, wherein the conversion from the distributor resale to the distributor cost factor is dependent on distributor registration.

16. (Currently Amended) A computer program embodied on a computer readable medium, the computer program causing a programmable device to perform processing for providing automated delivery of a response to a pricing inquiry, said processing comprising:

~~(a) a code segment that receives~~ receiving an inquiry requesting a price of an item;

~~(b) a code segment that determines a price of the item based on a set of predetermined criteria;~~

if the inquiry is governed by a contract, determining an initial price for the item in accordance with the contract;

if the inquiry is governed by a market price program, determining an initial price for the item in accordance with the market price program;

if the inquiry is for a requote, determining an initial price for the item equal to a previously quoted price;

if the inquiry is not governed by a contract or a market price program and is not for a requote, determining an initial price from a reference price table;

~~(c) code segment that modifies~~ modifying the initial determined price based on application of various predetermined rules;

~~(d) a code segment that determines~~ determining whether or not to compare the modified price to a target price; and

~~(e) a code segment that provides~~ providing a price quote that reflects a weighted price, the weighted price being either the modified price or the target price.

17. (Canceled)

18. (Canceled)

19. (Currently Amended) A computer program embodied on a computer readable medium ~~program for providing automated delivery of a response to a pricing inquiry~~ as recited in claim 16, wherein said various predetermined rules include ~~are selected from~~ at least one of the group consisting of a set of business rules, a set of value added services rules, and a set of price channel conversion rules.

20. (Currently Amended) A computer program embodied on a computer readable medium ~~program for providing automated delivery of a response to a pricing inquiry~~ as recited in claim 19, wherein said set of business rules is comprised of a filter criteria ~~code segment selected from information from that~~ include ~~at least one of the group consisting of~~ customer identifier, customer category, customer classification, geography, sales channel, contract, competition, target pricing, quantity, date, delivery schedule, part identifier, product type, product family, and value added requirements.

21. (Currently Amended) A computer program embodied on a computer readable medium ~~program for providing automated delivery of a response to a pricing inquiry~~ as recited in claim 19, wherein said price channel conversion rules are applied where the inquiry is received from a distributor.

22. (Currently Amended) A computer program embodied on a computer readable medium ~~program for providing automated delivery of a response to a pricing inquiry~~ as recited in claim 16, wherein the weighted price is ~~selected from at least one of the group consisting of~~ a highest price, lowest price, and an initially quoted price.

23. (Currently Amended) A system for providing automated delivery of a response to a pricing inquiry comprising:

~~(a)~~ means for receiving an inquiry requesting a price of an item;

~~(b)~~ means for determining a price of the item based on a set of predetermined criteria;

means for, if the inquiry is governed by a contract, determining an initial price for the item in accordance with the contract;

means for, if the inquiry is governed by a market price program, determining an initial price for the item in accordance with the market price program;

means for, if the inquiry is for a requote, determining an initial price for the item equal to a previously quoted price;

means for, if the inquiry is not governed by a contract or a market price program and is not for a requote, determining an initial price from a reference price table;

~~(c)~~ means for modifying the initial ~~determined~~ price based on application of various predetermined rules;

~~(d)~~ means for selectively comparing the modified price to a target price; and

~~(e)~~ means for providing a price~~pr~~ quote that reflects a weighted price, the weighted price being either the modified price or the target price.

24. (Canceled)

25. (Canceled)

26. (Currently Amended) A system ~~method~~ for providing automated delivery of a response to a pricing inquiry as recited in claim 23, wherein said various predetermined rules include ~~are selected from~~ at least one of the group consisting of a set of business rules, a set of value added services rules, and a set of price channel conversion rules.

27. (Currently Amended) A system method for providing automated delivery of a response to a pricing inquiry as recited in claim 26, wherein said set of business rules is comprised of filter criteria that include ~~selected from information from at least one of the group consisting of~~ customer identifier, customer category, customer classification, geography, sales channel, contract, competition, target pricing, quantity, date, delivery schedule, part identifier, product type, product family, and value added requirements.

28. (Currently Amended) A system method for providing automated delivery of a response to a pricing inquiry as recited in claim 26, wherein said price channel conversion rules are applied where the inquiry is received from a distributor

29. (Currently Amended) A system method for providing automated delivery of a response to a pricing inquiry as recited in claim 23, wherein the weighted price is ~~selected from at least one of the group consisting of a~~ highest price, lowest price, and an initially quoted price.